

JOHN HAMM

SUMMARY OF QUALIFICATIONS

- Proven senior operating leader. Private company CEO experience, including substantial experience raising private capital. Public company Sr. VP/GM experience. Significant Board experience with VC backed private companies in technology. Technical background, field sales & sales management experience, GM/CEO P&L focus. M&A experience on both buy (3) & sell (2) side.

WORK EXPERIENCE

1996 – Present **Whistle Communications, an IBM Company**

President and CEO

- Whistle was formed in early 1996 and venture funded by Mayfield (Yogen Dalal) & IVP (Geoff Yang). Raised \$35M in three rounds of private financing over 3 years. Whistle is the leader in small office Internet appliances, having invented the award-winning “InterJet”. The IBM strategy includes the InterJet as an IBM branded product, but leads with a subscription service business model to capture customers with a “set top box” and derive substantial revenues over the lifetime electronic relationship with the customer. Whistle remains a wholly owned subsidiary of IBM. My reporting relationship is to David Thomas, who runs Personal Systems Group, a \$20B organization, that includes the IBM PC business.

1990 - 1996 **Adaptec Corporation (ADPT: NASDAQ)**

Vice President and General Manager, Enterprise Computing (93-96)

- Responsible for all engineering, marketing, P&L, and customer relationships for high-end I/O products for the server marketplace. Developed the industry leading AHA-2940 PCI SCSI host adapter, the most profitable product in the history of Adaptec. During my tenure, this business unit grew from \$90M/Year to over \$400M/Year with gross margins of >65% and operating profits >45%. I lead the investments by Adaptec in RAID, Fiber Channel, and external storage solutions. During my employment at Adaptec, the market cap of the company increased from \$100M in December 1990, to \$5.4B in Fall, 1996 when I left. Reporting relationship was to John Adler, Chairman & CEO, and later, Grant Saviers, CEO.

Vice President, Worldwide Sales & Support Operations (90-93)

- Established a new “go to market” strategy for the company, driving into the OEM silicon design-in business, and into the VAR channel with branded products. Grew revenues from \$100M/Year to \$400M/Year in 3 years. Built a completely new worldwide sales and support infrastructure including a channel organization.

1988 - 1990 **Western Digital Corporation**

Managing Director, W.D. UK (Ltd.), London, England

Responsible for UK operations for Western Digital.

1986 - 1988 ADE Corporation

Regional Sales Manager, San Jose

Pre-public (later, ADEX:NASDAQ) manufacturer of automated semiconductor wafer measurement equipment. Responsible for establishing west coast sales and support operations.

1983 - 1986 Hewlett-Packard Corporation

Product Specialist in Manufacturing Software, Consultant in Software Solutions, Field Sales Representative (Technical mini-computers), and Corporate Sales Trainer.

DIRECTORSHIPS / BOARD EXPERIENCE

Brocade Communications (1995 – 1999) (BRCD:NASDAQ). Founding Director, (with Seth Neiman, Crosspoint Ventures) “employee” #5. Company is now the leader in SAN Fiber Channel switching products, completed an IPO in May, 1999, and has a current market capitalization of \$7B+. Top IPO of 1999 as of 10/1/99.

ConvergeNet (1998 – 1999); acquired by Dell Computer, September, 1999. Founding Director (with Jeff Drazan, Sierra Ventures) “employee” #4. ConvergeNet is a leader in network attached, high-performance open systems storage arrays. Product is a multi-port fiber channel SAN controller. Acquired by Dell for \$350M 15 months after inception. This was the first acquisition in the history of Dell Computer.

Sylantro Systems (1999 - Present) Mayfield/Accel funded company. CLEC oriented IP services company. Founders from Latitude & Octel.

EDUCATION

1978 - 1983 Purdue University

B.S. Engineering. Engineering Physics & Engineering Management

- Substantial post-graduate professional coursework including: Executive MBA program, UC Irvine, 1987; coursework in sales management, executive leadership development, finance, and general management systems.

INTERESTS

Married, 5 Children, ages: 1,3,7,7,9

Serious/accomplished skier and golfer.

Hobbies include audio, reading, home theatre technology, travel